

# **EXHIBIT KK**

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**From:** Manuel Mendez [manuel@arista.com]  
**Sent:** Thursday, July 10, 2014 9:19 AM  
**To:** Mo Shraim  
**Cc:** Nick Ciarleglio; ce  
**Subject:** Re: Access switch

Mo, Brocade NOS and Dell FTOS are IOS-like. But we have by far the most similar one. Or, as we like to say, we have a true industry-standard CLI.

Sorry, I didn't understand your question before, although I'm not sure what you mean by access switch. These vendors (brocade, dell) do have cheap campus-LAN access switches

On Thu, Jul 10, 2014 at 8:41 AM, Mo Shraim <[mo@arista.com](mailto:mo@arista.com)> wrote:  
I meant which access switch vendor has Cisco iOS cli ?

On Thursday, July 10, 2014, Nick Ciarleglio <[nick@arista.com](mailto:nick@arista.com)> wrote:

Mo-  
Any chance you could be a bit more specific? CE is a big list to send half baked emails too...  
NC

On Jul 10, 2014, at 11:35 AM, Mo Shraim <[mo@arista.com](mailto:mo@arista.com)> wrote:

> Does anyone know which access switch has Cisco IOS cli ?  
>  
> --  
> Sent from iPhone

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Sent from iPhone

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PLAINTIFF

United States District Court  
Northern District of California

Case No. 14-cv-05344-BLF  
Case Title Cisco Systems v. Arista Networks  
Exhibit No. 168  
Date Entered \_\_\_\_\_  
By: \_\_\_\_\_, Deputy Clerk  
Richard W. Wieking, Clerk